

# Battelle Memorial Institute

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February 14, 1964

Dr. Helmut Wakeham  
Director of Research  
Philip Morris, Incorporated  
McComas Research Center  
P. O. Box 3D  
Richmond 6, Virginia

Dear Dr. Wakeham:

Since we first submitted to you a proposal on the development of a combustionless cigarette in May, 1960, we have given considerable thought to this idea. During the past 3 years, we have obtained more experience in aerosol formulation and generation, valve design, and tobacco chemistry. Several members of our staff are now even more enthusiastic about the chances of success in developing a combustionless cigarette. Undoubtedly this is an opportune time to introduce such a product to the market.

We have planned a new research program for your consideration. Four copies are attached. The proposed modified program covers two phases: (1) development of a tar-free formulation to be aerosolized to produce simulated cigarette smoke acceptable to smokers and (2) development of a pneumatically actuated metering valve. A third phase consisting of the development of the complete package resembling a regular cigarette would be proposed following the successful conclusion of Phases 1 and 2.

You can authorize us to start work immediately by returning one signed copy of our standard research agreement, two copies of which are attached. We will, of course, be happy to discuss the proposed study with you in detail. We would certainly welcome your visiting Battelle to meet with some of us who would be involved in the research.

Sincerely yours,



Ralph I. Mitchell  
Program Director  
Environmental Mechanics Research

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In quadruplicate  
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